

## Message Text

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12

ACTION EA-14

INFO OCT-01 ADP-00 AID-20 EB-11 NSC-10 RSC-01 CIEP-02

TRSE-00 SS-15 STR-08 OMB-01 CEA-02 CIAE-00 INR-10

NSAE-00 RSR-01 /096 W

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P R 131022Z JUL 73

FM USLO PEKING

TO SECSTATE WASHDC PRIORITY 416

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: ETRD, BEXP, CH, US

SUBJ: SUPPORT FOR BUSINESSMEN AT CANTON TRADE FAIRS

REF: A) PEKING 523 B) STATE 135791

1. I WANT TO REITERATE IN STRONG TERMS OUR POSITION ON COVERAGE OF THE CANTON FAIR AS EXPRESSED IN REF A (WHICH APPARENTLY CROSSED REF B IN TRANSMISSION). THE RELEGATION OF USLO OFFICERS TO A SUBSIDIARY ROLE AT THE CANTON FAIR CAN ONLY UNDERMINE THE CONSTRUCTIVE WORKING RELATIONSHIPS THEY ARE BUILDING WITH CHINA'S TRADE ORGANIZATIONS IN PEKING AND WITH AMERICAN BUSINESSMEN SEEKING THEIR ASSISTANCE. I BELIEVE THE USG CAN HANDLE THE FAIR MOST EFFECTIVELY THROUGH A CLOSE COOPERATIVE RELATIONSHIP BETWEEN USLO AND CONGEN HONG KONG.

2. IT WOULD BE UNFORTUNATE IF THE USG OFFICE IN CANTON WERE TO BECOME EXCLUSIVELY IDENTIFIED AS A HONG KONG CONGEN OFFICE. I DO NOT BELIEVE THE PRC WOULD REACT FAVORABLY TO THIS. TO OUR KNOWLEDGE, NO OTHER COUNTRY WITH REPRESENTATION IN PEKING HANDLES ITS PRESENCE AT THE FAIRS FROM OUTSIDE THE COUNTRY, THOUGH THERE IS CLEAR PRECEDENT (E.G., THE CANADIANS) FOR THE KIND OF COOPERATIVE CONGEN-USLO EFFORT WE HAVE PROPOSED. AS STATED IN REF A, WE BELIEVE US BUSINESSMEN WILL BE LOOKING FOR USLO OFFICERS

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AT THE FAIR TO PROVIDE ADVICE BASED ON FIRST-HAND EXPERIENCE

IN PEKING. THEY AND PRC TRADE OFFICIALS FROM PEKING WILL CONSIDER IT MOST UNUSUAL IF THEY FIND USLO OFFICERS ARE NOT CONSIDERED AN IMPORTANT PART OF US PRESENCE AT THE FAIR. IT SHOULD BE NOTED, MOREOVER, THAT DISCUSSIONS ON MANY OF THE LARGER SALES TO CHINA MAY BEGIN AT CANTON BUT ARE SUBSEQUENTLY CONSUMATED IN PEKING.

3. I ALSO HAVE SERIOUS DOUBTS ABOUT INCLUDING COMMERCE DEPARTMENT REPRESENTATIVES AS A PART OF THE REGULAR WORKING TEAM AT THE SEMI-ANNUAL FAIRS. THIS KIND OF COVERAGE AT CANTON BY A HOME OFFICE REPRESENTATIVE IS WITHOUT PRECEDENT AS FAR AS WE KNOW, AND IT MAY GO BEYOND WHAT THE CHINESE ARE PREPARED TO ACCEPT. NOTWITHSTANDING THIS, USLO STRONGLY BELIEVES THAT A VISIT BY A COMMERCE OFFICER TO THIS COMING FAIR IS AN EXCELLENT IDEA AND SHOULD NOT BE DIFFICULT TO ARRANGE. THE OFFICER COULD SPEND A WEEK OR TEN DAYS AT THE FAIR AS AN OBSERVER, AND HE COULD ALSO HAVE CONSULTATIONS IN HONG KONG AND PEKING. SUCH A TRIP WOULD BE OF VALUE TO US ALL.

4. USLO IS PLEASED THAT THE NATIONAL COUNCIL FOR US-CHINA TRADE IS WILLING TO UNDERTAKE THE SUPPORT FUNCTIONS OUTLINED IN REF B. SINCE THE CHINESE HAVE INDICATED THAT AT THIS STAGE THEY WISH TO DEAL WITH THE NATIONAL COUNCIL VIA THE LIAISON OFFICES CHANNEL, IT SEEMS APPROPRIATE THAT USLO APPROACH THE PRC AS OUTLINED IN PARA 7 OF REF B. USLO CONCURS IN ALL OTHER PROPOSALS SET FORTH IN REF B.

5. I BELIEVE THERE IS A GREAT DEAL WE CAN ALL CONSTRUCTIVELY DO TOGETHER TO ASSIST AMERICAN BUSINESSMEN AT CANTON, AND USLO LOOKS FORWARD TO BEING HELPFUL IN THIS EFFORT.  
BRUCE

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